2017 NORFOLK DISTRICT U.S. ARMY CORPS OF ENGINEERS PROGRAM OVERVIEW

5 OCTOBER 2016

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About Us

No other federal agency besides the U.S. Army Corps of Engineers has played such a sweeping role in the development and growth of the nation in peace and in war.

For more than 200 years, the U.S. Army Corps of Engineers has supported the nation's river-based commerce, protected established population centers, provided disaster response and constructed military facilities to protect our shores.

Today, the 400-plus civilians and U.S. Army officers of the Norfolk District continue to serve the Commonwealth of Virginia and the nation as part of the U.S. Army Corps of Engineers, the world's largest public engineering, design and construction management agency.

Watch Our Mission Video

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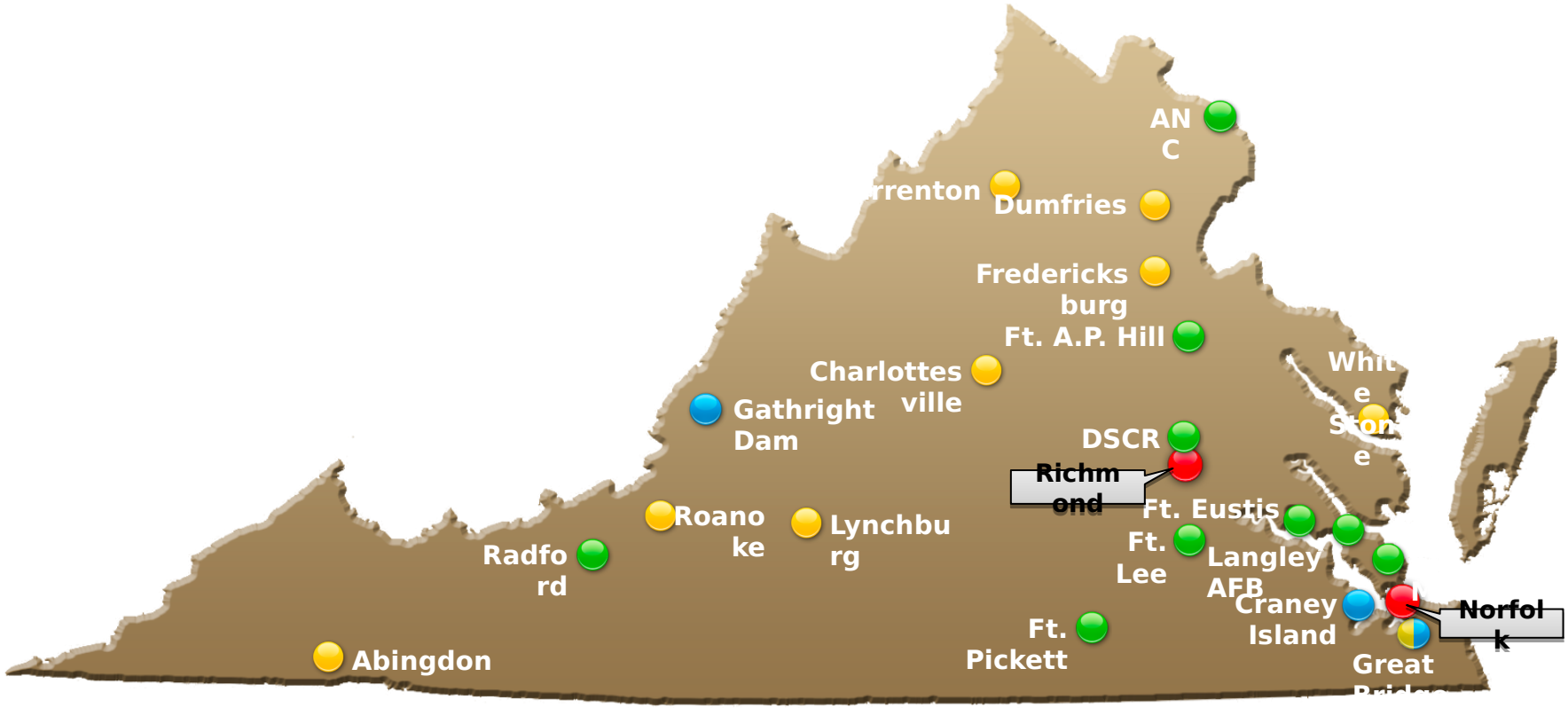

Civil **Military** **Regulatory**

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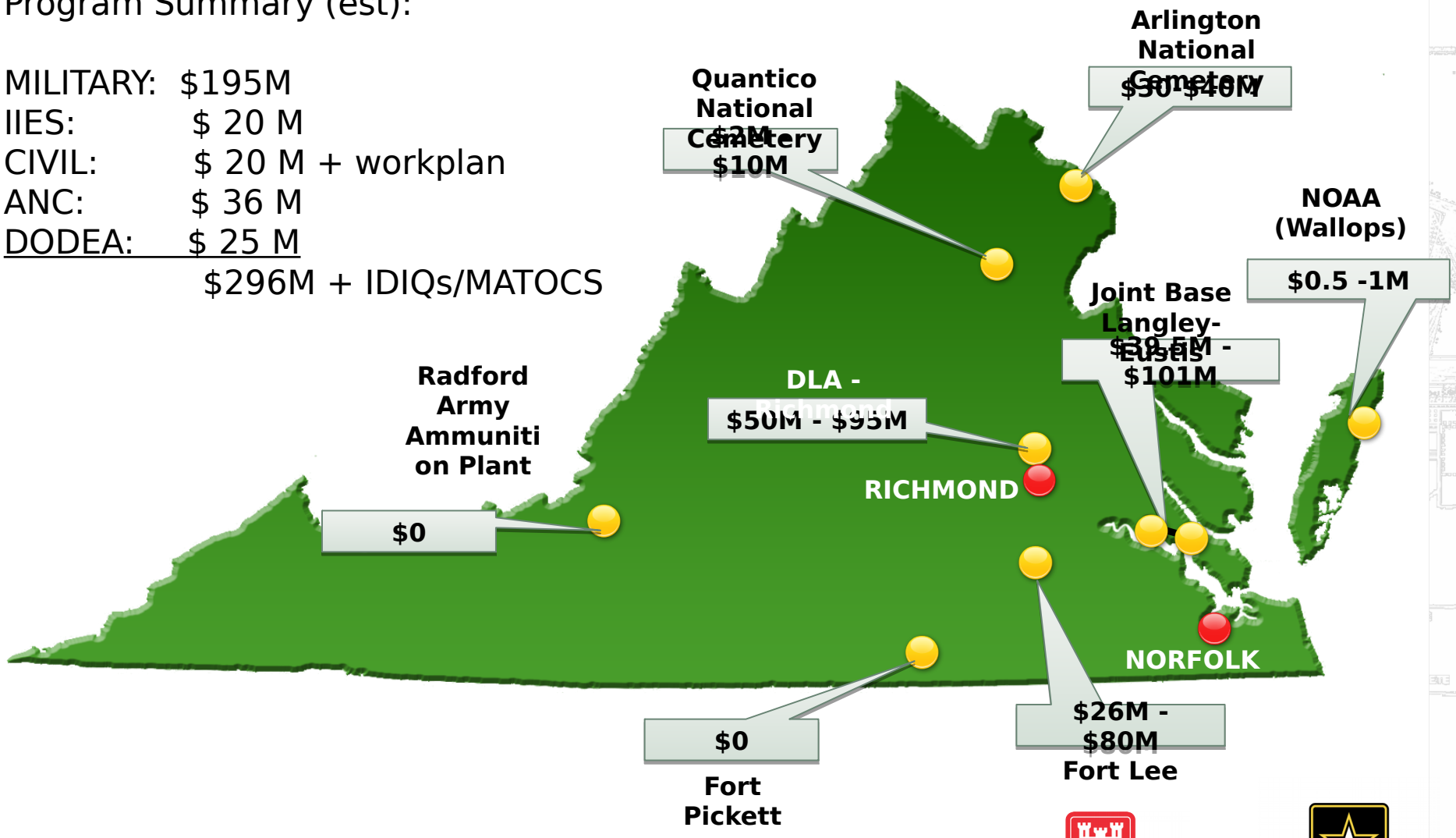
WORK DISITRBUTION FY 17

Program Summary (est):

MILITARY: $195M
IIES: $ 20 M
CIVIL: $ 20 M + workplan
ANC: $ 36 M
DODEA: $ 25 M
$296M + IDIQs/MATOCS



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TRENDS

- More SRM type work – DSCR, ANC; roads, roofs, repurposing, etc
- Consistent MILCON program- 3-5/year - $100-$150M
- Steady Civil Works Program – Seeds for growth
  - Norfolk Harbor - $15M to 20M O+M/Year
  - Studies
    - Southern Branch and Norfolk Harbor = $250M + in deepening work
    - Norfolk Coastal Risk Management – TBD in project for the City
    - Commonwealth looking at 2+ other areas for new studies
  - Construction awaiting funding
    - Deep Creek Bridge - FY18 - $35M+
    - Craney Island Eastern Expansion – FY17/18 - $50M
    - Lynnhaven River Ecosystem Restoration - $35M

Our Civil Works Program - Leading the Country on SLR and Resiliency
Focus on National Economy – National Security – National Heritage

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KEY TAKE AWAYS FROM OUR MEETINGS WITH CONTRACTORS

- Respond to the market research/sources sought
  - Determination on Small Business or Unrestricted isn't predetermined
  - Let us know what you think are important evaluation criteria, technical considerations
- Keep engaged - call us - reach out to the Contracting Officer for clarification
- Make your proposals readable and answer all the requirements
  - AE Contracts - 40+ proposals per each contract
- Your input is truly considered from a technical and acquisition perspective
- AE Firms don't have to have a local presence - but we do want the ability to get the engineer to a meeting site on short notice
- Share your best practices and insights –

  - We want to know how to be better business partners

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NEW A-E IDIQS

- Civil Engineering Services - $5M, Large Business, Solicitation – 1QTR FY17

- JOC – DSCR - Select 1 firm, $25 million - FBO announcement Nov 2015, AE Contract award 2nd Qtr 2017.

- Initial Planning Stages - $ Amounts, SB/UJNR TBD
  - Demolition – NASA Langley
  - CM Services
  - Environmental Services
  - SRM MATOC/SATOC
  - JOC Arlington National Cemetery
  - Preventive Services O+M – Arlington National Cemetery - HVAC, elevators, etc

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FY17 PROGRAM AT A GLANCE

	Total Projects	#SB	# UR	Program Amount Range
Military				
* ANC	8	8		$30M - $40M
* Defense Supply Center Richmond (DSCR)	32	32		$50M - $95M
* Ft Lee	2	1	1	$26M - $80M
IIES				
* NOAA – Wallops	2	2		$0.5M - $1M
* Quantico National Cemetery	1	1		$3M – 10M
* USCG – Yorktown	1		1	$1M - $5M
* NASA LaRC	2		2	$32M - $70M
Civil Works	6	3	3	$5.5M - $26M

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DODEA FY17 PROGRAM AT A GLANCE

	Total Projects	#SB	# UR	Program Amount Range
MILCON				
* New AE MATOC[1]	1		4-6	$40M - $60M
* AE contracts	40-50	2	43-53	$8M - $12M
* AHERA & Facility Mgm't contracts	2	2		$4M – $5M
SRM				
* New Maintenance Contracts[1]	2	2		$15M – $17M
* Demand Maintenance contracts	50-70	50-70		$8M – $10M
* New 8a SRM SATOCs[1]	2	2		$4M - $8M
* 8a SRM contracts	40-60	40-60		$7M - $8M

[1] New IDIQs amounts equal total capacity – ADV Late FY17

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SMALL BUSINESS AWARDS FY16

	NAO FY16 GOAL	STATUTORY FY16 GOAL	NAO FY16 ACTUAL AWARDS	
Achieved			**$207M**	
SB	**40.69%**	**22%**	**$61M**	**29.54%**
SDB	**20.34%**	**5%**	**$42M**	**20.49%**
WOSB	**8.03%**	**5%**	**$13M**	**6.31%**
HUBZONE	**6.19%**	**3%**	**$3M**	**1.24%**
SDVOSB	**14.60%**	**3%**	**$21M**	**10.03%**

* We will be looking for qualified Women Owned and HubZone Businesses in FY17 to improve on our percentage of awards

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MILITARY PROGRAMS
FY17 CONTRACT FORECAST

Name	Location	Program Amount Range	Acquisition Method	Projected Award Date
FY16 Training Support Facility	Fort Lee	$25M - $75M	D-B-B, LPTA, Adv Oct 2016	1st Qtr FY17
FY16 Rpl ACP, Main Gate	DSCR	$4M – $7M	D-B-B, RFP SB, Adv Oct 2016	2nd Qtr FY17
FY17 Vehicle Maint Instr Bldg	Fort Lee	$1M – $5M	D-B, RFP SB, Adv Jun 2017	4th Qtr FY17
	TOTAL FY17	$30M - $87M		

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MILITARY PROGRAMS
FY18 CONTRACT FORECAST

Name	Location	Program Amount Range	Acquisition Method	Projected Award Date
FY17 AF Targeting Center Facility, Langley AFB	Joint Base Langley-Eustis	$25M – $100M	D-B-B, Adv Nov 2017	1st Qtr FY18
FY17 Fuel Syst Maint Hangar Dock, Langley AFB	Joint Base Langley-Eustis	$10M – $25M	D-B-B, Adv Nov 2017	1st Qtr FY18
FY18 Aviation Complex, Ph 1	Masked	$50M - $100M	D-B-B, BVTO[1], Adv May 2017	2nd Qtr FY18
FY18 Aviation Maintenance Instructional Fac, Ft. Eustis	Joint Base Langley-Eustis	$25M – $50M	D-B-B, Adv Aug 2017	3rd Qtr FY18
	TOTAL FY18	$110M - $275M		

[1] PDT Considering SATOC to include PH II/III as well – Total over $150M

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FY17 ENV & IIS CONTRACT FORECAST

Name	Location	Program Amount Range	Acquisition Method	Projected Award Date
Environmental Support For Others (ESFO), Environmental Quality (EQ), etc.	Various Locations	$1M - $5M	TBD	FY17 Various
IIS: Various	Various Locations	$5M - $10M	TBD	FY17 Various
USCG Wormley Creek, Yorktown, VA	Maintenance Dredging	$1M - $5M	Unrestricted IFB	2nd Qtr FY17
NOAA Wallops Island – Road Work, Well Installation	Wallops Island	$.5 - $1M	TBD	TBD
NASA Langley Research Center (LaRC)	LaRC	$12M – $50M	TBD	4th Qtr FY17
	TOTAL FY17	$20M - $71M		

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FY17 CIVIL WORKS CONTRACT FORECAST

Name	Type of Construction	Program Amount Range	Acquisition Method	Projected Solicitation Date
Tyler's Beach, VA	Upland Placement Site	$500K - $1M	Small Business IFB	4th Qtr FY17
Southern Branch of the Elizabeth River	Maintenance Dredging (Mechanical)	$1M - $5M	Unrestricted IFB	4th Qtr FY17
Piankatank River, VA	Oyster Reef Rehabilitation	$1M - $5M	Unrestricted IFB	1st Qtr FY17
Norfolk Harbor Craney Island	Earthwork	$1M - $5M	Small Business IFB or RFP	2nd Qtr FY17
Norfolk Harbor Craney Island	Spillway Replacement	$1M - $5M	Small Business IFB or RFP	3rd Qtr FY17
Norfolk Harbor Channel	Maintenance Dredging (Hydraulic)	$1M - $5M	Unrestricted IFB	3rd Qtr FY17
	TOTAL FY17	$5.5M - $26M		

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ARLINGTON NATIONAL CEMETERY (ANC) FY 17 PROGRAM

PROJECT	Program Amount Range	Target Award	Acquisition Strategy
Administration Building Renovations	$3M - $7M	4QFY17	TBD
Area Development Plan - Memorial Drive (AE)	$0.1M - $0.5M	1QFY17	AE – Norfolk District
BUILDER Implementation (AE)	$0.1M - $1M	30 Dec 16	AE via Mobile District
Columbarium Courts 1-6 Vertical Repairs	$1M - $5M	30 Nov 16	Sole Source – Native American Firm
Master Plan Update (AE)	$0.1M - $1M	2QFY17	AE – TBD
Ord & Weitzel Gate Relocation	$0.5M - $2M	4QFY17	TBD
RFK & Roosevelt Fountain Restorations	$1M - $5M	2QFY17	Sole Source – 8(a)
Road Repairs – Pershing Area	$5M - $10M	2QFY17	Sole Source – Native American Firm
Road Repairs – Ord & Weitzel Area	$5M- $20M	1QFY17	Sole source - Native American Firm
Sanitary Sewer Line Repairs/Relocation	$0.5M - $2M	4QFY17	8(a)
Spoils Yard Erosion and Sediment Control	$1M - $5M	1QFY17	Sole Source – 8(a)
TOTAL	$17.3M - $58.5M		

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ARLINGTON NATIONAL CEMETERY (ANC) FY 18 PROGRAM

PROJECT	Program Amount Range	Target Award	Acquisition Strategy
Amphitheater Accessibility Improvements (Ramp/Elevator)	$1M - $5M	FY18	TBD
Amphitheater – Exterior Renovation	$1M - $5M	FY18	TBD
Amphitheater – Interior Renovation	$1M - $5M	FY18	TBD
Boundary Wall Repairs/Improvements	$3M - $10M	FY18	TBD
Parking Garage Phase 3	$1M - $4M	FY18	8(a)
Road Repair – Lee Drive	$0.5M - $2M	FY18	8(a)
Road Rebuild – McPherson Area	$3M - $10M	2Q FY18	TBD
Storm Drain Repairs Phase 4	$3M - $10M	1QFY18	Sole Source – Native American Firm
Tram Plaza Renovations	$3M - $10M	FY18	TBD
Wash Bay Repair/Replacement	$0.5M - $2M	FY18	8(a)
Water System Upgrades	$0.5M - $2M	FY18	8(a)
Welcome Center Renovations - Phase II	$1M - $3M	FY18	TBD
TOTAL	$19.5M - $69M		

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ARLINGTON NATIONAL CEMETERY (ANC) FY 19/20/21 PROGRAM

PROJECT	Program Amount Range	Target Award	Acquisition Strategy
Road Rebuild – Sheridan, Wilson, McClellan Areas	$1M - $5M	FY19	TBD
Road Rebuild – (Various Segments Including: Garfield, Grant, Halsey, MacArthur, Meigs, Patton, Sherman)	$10M - $30M	FY19/20/21	Multiple Contracts – TBD
Security Upgrades	$3M - $10M	FY19/20	TBD
Storm Drain Repairs Phases 5/6	$1M - $5M	FY19/20	TBD
Southern Expansion	$150M - $400M	FY19	Tentatively Incrementally Funded

ANC Summary

FY 17 - $ 36.0M

FY18 - $ 45.6M

FY 19 - $ 20.0M + Southern Expansion

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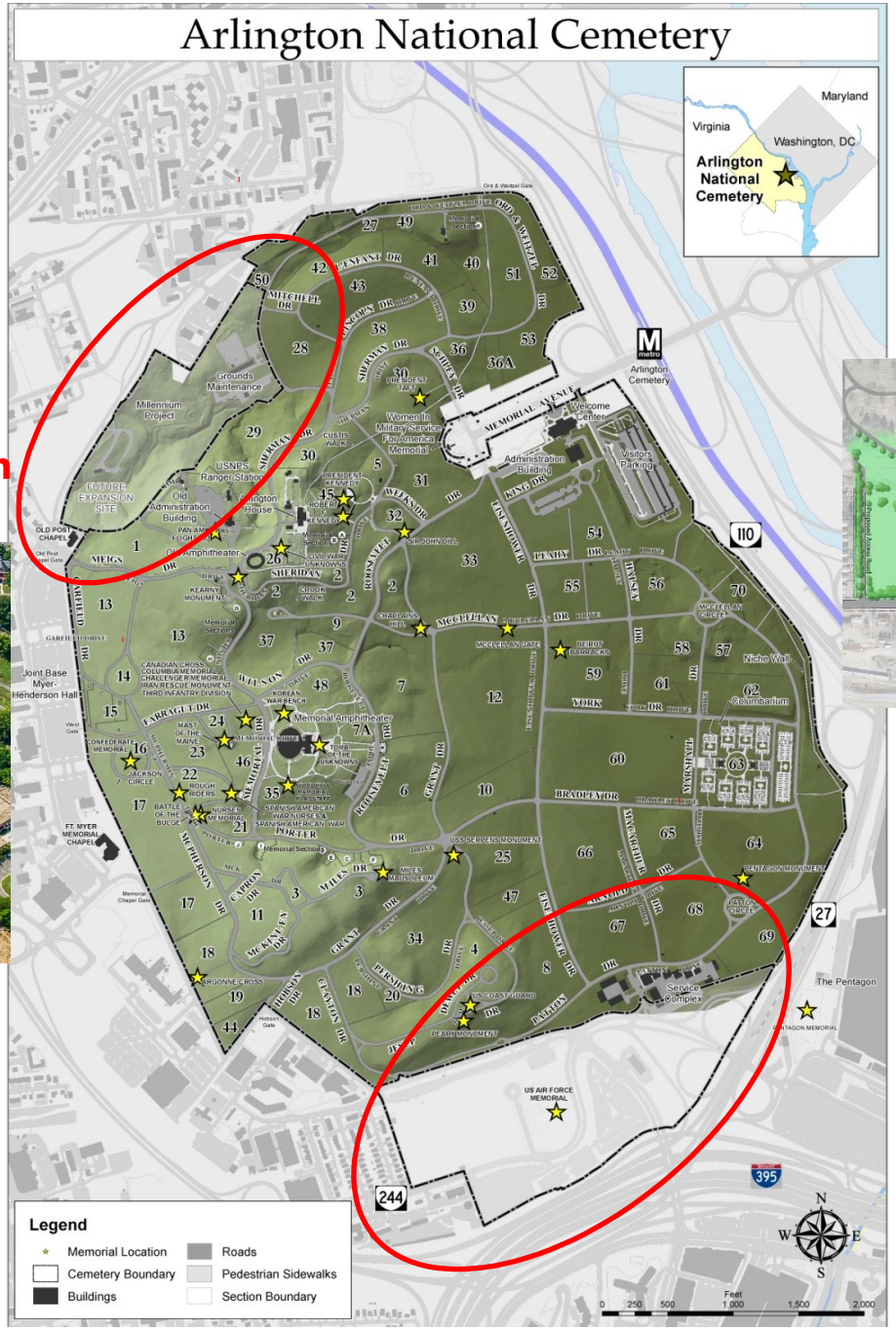
Arlington National Cemetery



Millennium Expansion FY13

Complete Early 2017

Southern Expansion FY19-21

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FY 17 DEFENSE SUPPLY CENTER RICHMOND (DSCR) PROGRAM

PROJECT	Type of Award	Program Amount Range	Contract Award
Construct Natural Gas Line	CONSTR	$600K - $800K	2nd Qtr FY17
Replace Boilers in Buildings 34, 59, 31F	CONSTR	$1M - $3M	2nd Qtr FY17
Job Order Contract for DLA Richmond	JOC	$20M - $30M	3rd Qtr FY17
Renovate Building 42	CONSTR	$1.5M - $3M	3rd Qtr FY17
Renovate Building 70	CONSTR	$200K - $400K	3rd Qtr FY17
Renovate Building 40	CONSTR	$1M - $3M	3rd Qtr FY17
Building T-124 Restoration	CONSTR	$750M - $1.5M	3rd Qtr FY17
Relocate Building 11 Comms Cable	CONSTR	$400K - $600K	3rd Qtr FY17
Upgrade EMCS System Basewide	CONSTR	$300K - $500K	3rd Qtr FY17
C&G Intersection Upgrades	CONSTR	$400K - $750K	3rd Qtr FY17
Extend Perimeter Access Road	CONSTR	$200K - $500K	3rd Qtr FY17
Relocate/Design Car Wash	CONSTR	$500K - $700K	3rd Qtr FY17
Sub-Total FY17		$26.85M - $44.0M	

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FY 17 DSCR PROGRAM

PROJECT	Type of Award	Program Amount Range	Contract Award
Design Base-wide MNS Panel	CONSTR	$2M - $4M	3rd Qtr FY17
Decommission Fuel Tanks	CONSTR	$40K - $100K	3rd Qtr FY17
Design WH 4 Sprinklers	CONSTR	$1M - $2.5M	4th Qtr FY17
Design Geothermal System for Building 54 (Towers)	CONSTR	$500K - $1.5M	4th Qtr FY17
Design Geothermal System for Building 54 (Navy Artifact Area)	CONSTR	$400K - $600K	4th Qtr FY17
Renovate Helipad	CONSTR	$500K - $700K	4th Qtr FY17
Renovate Building 80	CONSTR	$3M - $6M	4th Qtr FY17
Renovate Building 37	CONSTR	$200K - $400K	4th Qtr FY17
Renovate Area 60C (Low Roof Area of WH60)	CONSTR	$1M - $3M	4th Qtr FY17
Remove Excess Water Lines	CONSTR	$3M - $5M	4th Qtr FY17
Sub-Total FY17		$11.64M - $23.8M	

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FY 17 DSCR PROGRAM

PROJECT	Type of Award	Program Amount Range	Contract Award
Repair Existing Perimeter Access Road	CONSTR	$300K - $500K	4th Qtr FY17
Design Building 56 Generator Replacement	CONSTR	$50K - $100K	4th Qtr FY17
Design Building 59A Renovations	CONSTR	$200K - $400K	4th Qtr FY17
Parking Upgrades for OPS CTR (6, 7, 10)	CONSTR	$5M - $7M	4th Qtr FY17
Repair Parking Lots near OPS CTR (Lots 7a, 7b & 10)	CONSTR	$2M - $4M	4th Qtr FY17
Relocate/Design Gas Station	CONSTR	$1M - $3M	4th Qtr FY17
Construct Car Wash	CONSTR	$500K - $700K	4th Qtr FY17
Demo Gas Station & Car Wash	CONSTR	$500K - $1.5M	4th Qtr FY17
Demo Parking Lot 15	CONSTR	$500K - $700K	4th Qtr FY17
Demo Building 19 and 20	CONSTR	$300K - $500K	4th Qtr FY17
Sub-Total FY17		$10.35M-$18.4M	
TOTAL FY17		$48.84M - $86.2M	

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FY 18 DSCR PROGRAM

PROJECT	Type of Award	Program Amount Range	Contract Award
Construct Building 31F Breezeway	CONSTR	$700K - $900K	2nd Qtr FY18
Renovate Building 34 Interior	CONSTR	$2M - $4M	3rd Qtr FY18
Renovate CDC	CONSTR	$1M - $3M	3rd Qtr FY18
TOTAL FY18		$3.7M - $7.9M	

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Contact Information

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Business with Norfolk District

The Norfolk District leverages its resources through partnering/contracting with the private sector. With millions of dollars of work to accomplish our mission, there are many opportunities to do business with us.

To get more information on how to contract with the Norfolk District, please visit the Contracting page.

The Small Business Program was set up to ensure the involvement of small business concerns in our Civil Works and Military Construction projects. Please visit the Small Business Program page to learn more about the program and the opportunities available to the small business community.

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QUESTIONS/COMMENTS?

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